

US EXECUTIVE APPROVAL FORM**CUSTOMER NAME: TAC Worldwide Companies****SECTION I - Approval Requests:****HQAPP Requests:**

1. Technical Support Cap – Flat for renewal years 2 & 3. 4% Cap for renewal years 4 & 5.

TIER 1 Requests:

1. 60% worst case discount (a la carte pricing)
2. 2 years discount hold for programs on this order at 60%

TIER 2/3 Requests:

1. CREDIT - Payment Terms of Net 60 from date of invoice
2. monthly ebso billing

EBSO Requests:

1. Phased implementation – 2 years – (4) 3 month periods per year.

Education Requests:

1. 30% discount on EPPC Credits - \$156,000 list
2. 2 year hold on EPPC discount at 30%
3. 18 month term for EPPC

Previously approved requests (include date of approval):

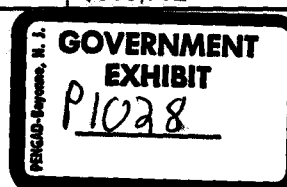
1. None
- 2.

SECTION II – Deal Summary:

Programs	Human Resources, Self Service HR, Payroll, time & Labor, Advanced Benefits, HR Intelligence, Incentive Comp., Internet Procurement, Internet Expenses, Internet receivables, Project Contracts, Internet Application Server, Database EE, Partitioning, Real Application Clusters, Tutor for Applications, Self Service Tutor for Applications, Discoverer Desktop Edition	
License Discount	Best Case 40%	Worse Case 60%
Support Discount	None standard 22% of Net	None standard 22% of Net
Comp & Admin Discount	Standard per phase	Standard per phase
Phased Implementation for Comp & Admin?	See Attached Spreadsheet for phases.	See Attached Spreadsheet for pahses.
Support Options/Holds	Flat for Years 2 & 3. 4% Cap for Years 4 & 5.	Flat for Years 2 & 3. 4% Cap for Years 4 & 5.
Price Holds	2 Years	2 Years
List License	\$3,676,325	\$3,676,325
List Support	\$808,792	\$808,792

v.1

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List Comp & Admin	\$95,845/month \$1,150,140 per year	\$95,845/month \$1,150,140 per year
Net License	\$2,205,795	\$1,470,530
Net Support	\$ 485,275	\$ 323,517
Net Comp & Admin	Ramped see attached spreadsheet Year 1 fees: \$280,620 Year 2 fees: \$530,832	Ramped see spreadsheet Year 1 fees: \$280,620 Year 2 fees: \$530,832
Net Total Price	\$2,971,690	\$2,074,667
Price List Used	Current	Current
Customer History - Existing Price Holds		
Existing contractual discount (price hold)	N/A	

SECTION III - Justification:**HQAPP Requests:**

Technical Support Cap – Flat for renewal years 2 & 3. 4% Cap for renewal years 4 & 5. – PSOFT is offering lower support than Oracle and emphasizing Oracle's high support costs (22% of Net). Flat Support and Caps will help us be more competitive

TIER 1 Requests:

1. **Hold license price at same or higher price up to and including 2 years.** – TAC will be implementing licenses for 14 months during which time the company will continue to grow. The user adoption and rollout schedule is also phased after the initial 14 months implementation. The Price hold provides TAC with the ability to add any incremental licenses they need within 2 years at the same price points. This keeps their short term growth costs at the same price point that the project is being budget and approved at.

2. **WORSE CASE discount of 60%** - This is a competitive situation with Peoplesoft. Although Oracle has been selected, PSOFT continues to pursue the opportunity with extremely aggressive pricing to overturn the decision. **EMC contact has provided information that TAC is on PSOFT strategic account list for their new offerings in the staffing industry. TAC is the 6th targets provider in the US.**

TIER 2/3 Requests:

1. **CREDIT - Payment Terms of Net 60 from date of invoice.** TAC has requested payment terms of Net 60 in order for us to close this deal in Q2 and them to make payment in their next fiscal year.

EBSO Requests:

1. **EBSO Pricing** – TAC has challenged Oracle to provide ramping on the EBSO pricing in year 1 and 2 due to their implementation period and phase in of users over the first two years. They have met alternative providers that will provide this option to TAC. In addition TAC is considering doing this at Oracle versus at TAC. We have both these options detailed on the attached spreadsheet.

Education Requests:

2. **30% discount on EPPC Credits** – TAC is committing to Tutor licenses in addition to onsite training. A 30% discount is needed to close this quarter with the licenses deal. Total Net Education revenue after discount is \$109,200.

3. **Extend EPPC Term Length from 12 to 18 months** – TAC implementation is scheduled to be 14-18 months. The education credits need to have an 18-month term.
4. **Discount hold on EPPCs for up to 2 years. (John.L.Hall)** – TAC needs to have the discount held on education in the event the Oracle training plan is insufficient and they need to acquire additional training during the implementation or shortly after going live.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: Mike Hansen (AM); Marty Zabielski (RM); Frank Irizzary (RVP); Mike Cochran (GVP)

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

SECTION V – Ordering Document Details

General Information	
Contract requested by:	November 8, 2002
Opportunity I.D. (OSO Number):	766100
Deal Structure:	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	No
Quote Valid Through (insert date):	November 30, 2002
Partner (insert name, if applicable)?	N/A
VAD (insert name, if applicable)?	N/A
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee? If yes, specify payment type:	N/A
MIGRATIONS OR UPDATES:	No
PREMIUM SERVICES:	No
INCIDENT PACKS:	No
INTERNATIONAL:	No
Payment Terms:	Net 60
Referenced Agreement:	Existing SLISA-216792-09-FEB-95

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	TAC Worldwide Companies
Business Address:	888 Washington Street
City / State / Zip:	Dedham, MA 02027-0386
Customer Contract Admin:	Steve Morin
Phone #:	781-251-8545
Fax #:	781-251-8051
E-mail ID:	<u>smorin@1tac.com</u>
Billing Contact:	Same
Address:	
City / State / Zip:	
Phone #:	
Fax #:	
E-mail ID:	
Tax Status :	Non-Exempt
Shipping Contact:	Steve Pheeny
Address:	888 Washington Street
City / State / Zip:	Dedham, MA 02027
Phone #:	781-251-8000
Fax #:	781-251-8051
E-mail ID:	<u>spheeny@1tac.com</u>
Technical Support Contact:	Steve Pheeny
Address:	888 Washington Street
City / State / Zip:	Dedham, MA 02027
Phone #:	781-251-8000
Fax #:	781-251-8051
Email ID:	<u>spheeny@1tac.com</u>
Partner Name (Indirect):	N/A
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$156,000
Education Discount:	30%
Education Revenue:	\$109,200
Education Sales Rep:	Karen Kurtiak

PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:

Make: SunOS: SolarisPROGRAMS:

Applications	
Will applications be modified:	No
Will users be accessing modified Apps from the web:	No
Have all prerequisites been included:	Yes
Will users use Fast Forward RPM:	No
Will applications be hosted:	Yes by Oracle
Indicate database that Apps will run on:	Oracle
Indicate CSI for existing prerequisite database and tools:	

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	Segmentation

Internal Administrative Information	
Applications Sales Manager	
Technology Sales Manager	
Account Manager	Mike Hansen
iSD Rep	Ed Kinsella (ASR), TBD – New Hire (ISR)
Education Sales Rep	Karen Kurtiak
Support Renewals Rep	
Premium Support Rep	
Migrations Manager	
Is there a teaming agreement?	NO
Requester:	Mike Hansen 781-684-7975 (office) 508-878-4025 (mobile)